

INPUT®

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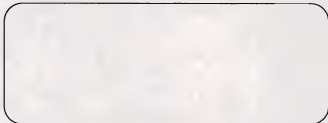
INPUT's Conference on the New Issues and Opportunities in Systems Integration

SYSTEMS INTEGRATION:

EXPANDING PERSPECTIVES

November 2 & 3, 1989

Inter-Continental Hotel, New York



KEY BENEFITS OF ATTENDING THIS CONFERENCE

- You will learn how successful systems integration programs are managed from the perspectives of vendors, users and industry experts
- You will learn about the role of systems operations as a component or follow-on SI offering from both vendors' and users' perspectives
- You can make better decisions about systems integration strategies by interaction with other key market participants
- You can confirm your SI market plans through the latest market data from INPUT and market experts

HOW TO REGISTER

To register for this important conference, simply call Barbara Fisher, conference coordinator, at INPUT, 703-847-6870.

CONFERENCE FEES

FEE: \$695 for the first registrant
\$495 for each additional registrant from the same company

For INPUT Systems Integration Program clients, 2 representatives may attend as part of your service contract. Additional client personnel may attend at a fee of \$295.

For more information on INPUT's Systems Integration Program, call us. We will be pleased to inform you of our complete services package.

SYSTEMS INTEGRATION: Expanding Perspectives

INPUT®



CONFERENCE OVERVIEW

INPUT, a leading provider of information systems and services research and consulting, is pleased to present a conference that focuses on the new and expanding issues of the systems integration (SI) market. Seldom has an information service caught on as rapidly as SI; many industry vendors are finding it an essential offering for them to recognize, as full service providers, or as an important opportunity for expanding their revenues through teaming or subcontracting to prime vendors. INPUT believes that as this market matures, vendors will have to expand their offerings and improve their SI management capabilities.

To expand your perspectives regarding systems integration, INPUT's conference will include presentations and panel discussions on vital issues affecting SI. Systems integration user/buyers will discuss their actual experiences in implementing systems. Industry experts and vendor executives will discuss key SI issues and opportunities. If you're involved in SI today, or contemplating entry, you should be aware of new market developments. This is a valuable opportunity to inform yourself.

OUR SYSTEMS INTEGRATION CREDENTIALS

In 1984 INPUT foresaw the growing need for SI planning data and we included it in our Market Analysis Program (MAP). Since

then SI has become the fastest-growing opportunity in the information services market. In 1987 INPUT established a separate Systems Integration Program (SIP) to handle the special needs of clients that were focused on the SI market. This research and consulting service is extremely comprehensive—we believe the best in the business—and it is coordinated with INPUT's other information services research and consulting programs. Our service is subscribed to by most of the leading SI vendors in the U.S. We have a similar service in Europe and are developing initial sizings of this market in the remaining areas of the world, as well.

CONFERENCE AGENDA

Day 1—Thursday, November 2

- 9:00 **Systems Integration Market Analysis, 1989-1994.** An update of INPUT's market forecast for systems integration in the commercial and federal markets.
- 10:15 **Program/Project Management.** The results of INPUT's study of vendor and user views of program/project management techniques and tools and their importance in systems integration projects.
- 11:30 **Avoiding Major Program Performance Failures.** A discussion by an industry expert on the advances in program/project management techniques and tools.
- 2:00 **Systems Integration Systems Operations.** The results of INPUT's study of vendors and users regarding their amenability and motivations for contract operations of systems developed through SI.
- 3:45 **Prospects and Problems of Systems Operations.** A panel of vendor executives will discuss the opportunities and issues in the systems operations business.

Day 2—Friday, November 3

- 9:15 **Systems Integration Opportunities for Secondary Suppliers.** A panel discussion by vendor executives of the roles and opportunities for firms as subcontractors to systems integration prime contractors.
- 11:00 **Buyers' Experiences.** Two systems integration buyer executives will discuss their firms' actual experiences in planning for and implementing systems integration projects. These discussions will include managing the vendor interface and the benefits that systems integration provides.
- 2:45 **Report on INPUT's 1989 Systems Integration Program Status and 1990 Plans**

REGISTER TODAY!
CALL INPUT
703-847-6870
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